

EARLY AGRICULTURAL EXTENSION DEVELOPMENTS
IN ORGANIZATION AND MARKETING

By

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PREFACE

The material presented in this publication was collected by Mr. Arthur H. Smith at the request of the editor. Mr. Smith was a regular guest lecturer for the editor in Agricultural Cooperatives, Agr. Econ. 541, at The Ohio State University. Mr. Smith's lectures were always well received by students as he explained the early ties of the Cooperative Extension Service, farm organizations and agricultural cooperatives. This publication is an account of early agricultural cooperative developments in Washington and Monroe counties of Ohio.

Mr. Smith was an educator and a 'creator of change'. He understood marketing and the effects that an efficient marketing program could have on improved production practices and increased farm income. He is recognized as being the county agent to first use radio as an educational tool.

Mr. Smith was the first Ohio County Extension Agent to continue in that position in a county (Monroe) that did not maintain a County Farm Bureau (Page 39). This has always been of special interest as the editor's father was the State Farm Bureau Trustee for that district at the time and the editor is knowledgeable of some of the strong opinions as to whether a county should have a County Agent without a County Farm Bureau. Mr. Smith was later employed as Extension Agent in the editor's home county of Washington.

Mr. Smith made much of the material in this publication available to R. L. Reeder for his use in writing, "The People and The Profession," a publication planned and sponsored by the National Board of Epsilon Sigma Phi in 1979.

Arthur H. Smith
1898-1978

Mr. Arthur H. Smith was born August 5, 1898 in Harrison County, Ohio. He attended Cadiz high schools, graduating in 1916. He attended the College of Wooster for one year before transferring to Ohio State where he received a Bachelor of Science Degree in agriculture in 1922. Additional education with credit towards a Master of Science Degree was secured from both The Ohio State University and Ohio University.

For one year following his graduation from Ohio State he served as principal of Freeport High School, Freeport, Ohio.

Mr. Smith joined the faculty of The Ohio State University as a County Extension Agent in Monroe County on August 1, 1923. He served for 7 years in this position prior to moving to a similar position in Washington County where he remained until 1940. From 1940 to 1942 he held several short time Extension positions in Guernsey, Wyandot, Portage, Noble and Highland Counties in addition to a horticultural specialist position. In 1942 he transferred to Marion County as County Extension Agent, Agriculture. In 1954 he moved from this position to that of Assistant Extension Editor in charge of radio program--where he remained until retirement on September 30, 1960 after 37 years of Ohio State University faculty employment.

After his retirement Mr. Smith was the technical leader of international study tours for the U.S. Agency for International Development for groups in Europe, Brazil, Japan and Africa.

Mr. Smith was a dedicated and highly respected agricultural leader in Ohio. He was best known for his efforts in radio and mass communication and as a pioneer in agricultural marketing through farmer cooperatives. He was well known and respected among his peers on the Extension faculty. He will long be remembered for his outstanding contributions in Extension education.

Early Agricultural Extension Developments in Organization and Marketing
Washington County, Ohio

by

Arthur H. Smith

In the archives building Hitchcock Hall information concerning Washington County Extension Service has a folder marked Washington 1915 to 1924. In this first folder is a constitution which has:

Article I - "The name of this organization shall be the Washington County Improvement Association."

Article II - "The objects of this organization are to develop the agricultural resources and to foster the best commercial, social and material interests of the county."

Article III - membership. "The membership of this organization shall consist of residents of Washington County, who subscribe to the constitution and bylaws of this association and pay the annual dues of \$1.00."

Article IV - just repeats what the dues are -- \$1.00 per year.

Article V - officers. Section 1 - "The Board of Directors of this association shall consist of the county agricultural agent, one director from each township in Washington County, who shall be elected by the members of the association of each township, and one director appointed by the president of the board of trade or by the president of the village council, where no board of trade exists."

Section 2 of the bylaws states the duties of the Board of Directors. "The Board of Directors shall perform such duties as provided by the constitution, and each member shall act as business agents of the township, village, town, or city which he represents, make such reports to the secretary concerning the condition and quantity of farm crops and livestock, or any other data which may be requested by the executive committee or the county agricultural agent.

He shall also report to the secretary concerning the purchase of fertilizers, feeds, or other commodities which the members of the association in his district desire to purchase, supervise the distribution of such material, collect all moneys in payment of the same, accounting therefore to the secretary, and shall receive for his services such compensation as may be fixed by the executive committee." Other parts of this constitution are of the normal directions as to time of meeting and other organizational problems faced by any organization. This report was stamped with a rubber stamp marked States Relation Service received July 30, 1915, mail and file room, Office of Extension Work, North and West.

The next item in this file is a statistical report - The United States Department of Agriculture States relation service. Dated from January 1, 1915 to December 31, 1915 signed by Ernest J. Riggs and approved by the State leader on January 3, 1916 and stamped as received by the States Relation Service, Office of Extension Work, North and West on January 6, 1916.

Next is a narrative report which is primarily an answer to questions that apparently were prepared by the State or National office. One comment there is - the Washington County Improvement Association has been formed with a director in each township. Community or township meetings are being held where various problems of farm work are discussed. As there are two farms in this county, which are owned by the county and used for experimental and demonstrational purposes, under the direction of the director of the state experiment station, through the county agricultural agent, it was thought advisable to concentrate our energies for this first year, in so far as demonstrational work is concerned, largely to these farms. Demonstrations in spraying and pruning trees have been and will continue to be given at proper seasons.

Page 7 of this report in answer to a question as to the membership of the county organization the answer is about 50 at present.

On page 9 of this narrative report a complete list of cooperative farmer organizations is given and checked those which were instrumental in organizing in column one, starred those successful in column two. Here is a list of the organizations: Grange, Barlow; Grange, Bartlett; Grange, Little Hocking; Grange, Belpre; Grange, Watertown; Grange, Waterford; Grange, Oak Hill; Barlow fruit growers association. And under the column for purpose for the Granges listed as "social and business development," opposite Barlow Fruit Growers Association is a business in buying and selling, next is Washington County Fruit Growers Association, Marietta under purpose is business in buying and selling. None of these organizations have a date of organization listed. Also, it is surprising to me that there is no mention of the Marietta Truck Growers Association which I believe to have been organized quite prior to this particular date. The Washington County Improvement Association is the last one listed, the date of organization is listed as April 1, 1915 and there is no 'purpose' listed on that one. All of these were checked as being successful in column 2 except the Fruit Growers Associations neither the Barlow nor the Washington County were checked as successful.

On another page there is a question - What should be the relationship of the county agent to the boys and girls clubwork? The answer "as an agitator and advisor." (Note 4-H is not mentioned). On the same page there is a question - What work have you done if any along lines of particular interest to farm women? Answer - none.

On the next page, however, under the question - Do the conditions in your county warrant the establishment of a woman farm home management agent to work in cooperation with you. Answer - "the conditions indicate that such is very much needed and I believe that interest would develop rapidly if established." (This was 1915 and a home agent was not secured until 1930.)

The next year's report has written on the first page - "resigned August 1, 1916 but continued on part time until December 4 when new agent takes charge." (This new agent was W. W. Brownfield and his report, both statistical and narrative, is dated December 1, 1916 to December 1, 1917. There is very little in the report except preference to problems concerning the war, securing of labor, and securing of seeds and fertilizer.) The December 1, 1916 report was signed by E. A. Fleming as President of the Farm Bureau. This is the first report signed by any local person. The December 1, 1917 report was not signed by any local person, but the 1918 report of W. W. Brownfield, which was marked from December 1, 1917 until July 1, 1918, was signed by C. P. Dyar, President of Farm Bureau. This report was approved by O. M. Johnson, State County Agent Leader and it, also, was to the States Relation Service Office of Extension Work, North and West, Washington, D. C. The narrative report for this period from December, 1917 to July, 1918 was very brief consisting of two pages. One interesting paragraph should be quoted:

"Two farmer's clubs have been formed in communities where no organized effort toward farm and community improvement has been made and considerable interest manifested in procuring and using lime and acid phosphate. Carload lots of each were delivered in these communities, the first time this ever occurred in these places. Attention is also being given to improving the livestock and orchards of the community. Soybeans are also being tried out. More clover is also planned. More silos also will likely be erected. In one community, a cow-test association is also in prospect."

"Some interest has been manifested in boy's and girl's clubs--especially food clubs. Sixty-two girls and three boys enrolled in the food club work, and at the close of the season three separate exhibits were made."

It is noticeable here that again 4-H Clubs are not mentioned.

The next annual report is marked from April 1, 1919 to November 30, 1919, report is of J. D. Hervey and it is signed by the local person, Jas. S. DeVol member of the Executive Committee, Farm Bureau. Apparently there was no agent from the time that W. W. Brownfield resigned July 1, 1918 until April 1, 1919.

In the statistical report, November 30, 1919, is this statement: "Met organized truck growers and assisted with organization problems." "Assisted Farm Bureau stage its annual picnic at experiment farm. Attended by 3,000 people."

In Mr. Hervey's narrative report is this statement: "The county maintains a truck experiment farm which gives excellent assistance in production problems and the Marietta Truck Growers Association provides an organized method of marketing that is giving the best of results. (This is the first mention of the Marietta Truck Growers.) Aside from some minor assistance in promoting the growers organization a county agent has not attempted to aid the truckers."

The Annual Statistical Report for the period December 1, 1919 to November 30, 1920 was submitted by J. D. Hervey and signed by O. D. Owen,

Beverly, Ohio, President of the Farm Bureau. It is interesting to note that in this statistical report for this particular year, there is on page three a heading "Farm or Bureau Organization Map" and the agent is instructed to "draw a map of the county showing the boundaries of the communities or other local units organized by the Farm Bureau. Indicate officers and executive committeemen with an 'X'. Locate community committeemen with a dot. Indicate total number of Farm Bureau members in each community with a figure." This was done by the county agent.

Another interesting note in regard to marketing on page 13 there is a list of the number of cooperative buying and selling associations in the county and that number is 'nine'. And the number associations at the Farm Bureau, agent or his predecessors assisted in forming also the number is nine. Number of farmers assisted by Farm Bureau or agent in buying or selling through other channels than the cooperative association is 46. In Table 1, "list the cooperative associations which the Farm Bureau and agent have helped to form in 1920 and amount of business done" and here is listed eight. Now those eight as listed in Table 1 were eight locals of the Wool Growers Association and they marketed, according to the estimate, 80,000 pounds of wool.

On the same page is a list of cooperative buying and selling associations with which the Farm Bureau and county agent cooperate. This lists the eight wool growers locals and one truck growers association with a membership of 275 selling \$500,000 worth of truck crops.

There does not seem to be a narrative report for this November 30, 1920 period, but there are many narrative notes written throughout and on the back of the statistical report which again was submitted to the States Relation Service. The next annual report is for the period December 1, 1920 to November 30, 1921 and is signed by L. E. Appel, member of the Executive Committee of the Farm Bureau. On the statistical page in regard to marketing projects there is a note that there are ten cooperative buying and selling associations which the county agent has assisted during the year. Under associations organized during the year, Washington County Livestock Shipping Association date formed November 18, 1921.

In the November 30, 1921 narrative report there is a statement that the "membership fee for the county farm bureau was changed from \$1.00 to \$10.00 per year and more than twice the former membership have signed up for three years. This with considerable yet to do in the campaign for membership." In the same 1921 report is a statement that "while there is considerable interest and some limited work has been done in cooperative purchasing of farm supplies in quantity most effort has been directed toward selling of farm commodities through cooperative methods. The most successful vegetable and truck growers selling organization has functioned for years as the Marietta Truck Growers Association. This organization required but little help from outside its own official operators." "The 8 locals of the county wool growers association organized last year are not yet sufficiently developed to function without assistance and much has been rendered. Development of the county livestock shipping association has been gradual but the interest has crystalized in

the organization of this association in the last month. Future plans include an apple growers association and a poultry marketing association as mentioned above.

The statistical report for November 30, 1922 is a little different from the others although it is still headed at the top that its States Relation Service, Office of Extension Work, Washington, D. C. and on the other side of the heading it is U. S. Department of Agriculture, State Agriculture College and County Extension Organization. It is signed at the bottom by N. N. Thornley, President of the Extension Organization. Up until this time, all had been 'County Farm Bureau.' This report also has a place for a map of the county with the locations of the Extension Organizations rather than the Farm Bureau committeemen and so forth. The only reference to cooperative activities in this new statistical form is the Little Hocking Apple Packing Association and the date formed is not listed in this statistical part and the number of members is listed as six and the purpose to sell apples.

In this narrative report for the year ending November 30, 1922 is this statement - "Cooperative marketing projects for the year cover mainly the organization of the cooperative apple packing plant at Little Hocking. Assistance was rendered the wool growers association, the livestock company, and the truck growers association in their organization problems. The latter three are thriving organizations and need but little attention beyond what their own officers can give. Two groups of five townships each have selected purchasing agents and have purchased quantities of feed and fertilizer.

"The activities of the extension agent are largely directed by the policies worked out in correlation with the ideals and plans of the County Farm Bureau. Through its officers and committees much support has been given the County Agricultural Program. These committees most particularly active are County Executive Committee, the Boys and Girls Club, The Poultry, the livestock, the marketing, home interests and the institutes committees. While these special committees have been active throughout the county, township and community organizations have not functioned with as much satisfaction as desirable."

"On October 1, 1923 the three years Farm Bureau membership contracts expired. Effort now being made by officers of the organization to secure new members is not meeting with satisfactory results. Apparently less than 200 will sign the new membership contracts. This attitude is difficult to explain and generally is ascribed to the economic difficulty faced by farmers this year. There is no evident dissatisfaction with the agriculture extension program." (This is from the 1923 narrative report.)

The County Agent's narrative report ending November 30, 1923 under marketing - "In February, a series of special meetings were held looking to more effective methods in the cooperative marketing of the county's wools. An effort was made to interest cream producers in the vicinity of Bartlett to join Morgan County's organized cream producers but without success. However, the most apparent successful cooperative marketing efforts seem to be the apple packing plants now effective and working at Little Hocking and Marietta. Over 8,000 barrels were graded, packed, and sold cooperatively under the

Buckeye Brand Growers, especially those giving care to the spraying and fertilization of their orchards report favorably to the plan. The very successful work of the Marietta Truck Growers Association has been carried out for so many years that assistance from the Extension Agent is not now necessary."

Quotations from the November 30, 1924 annual report: "Since the beginning of agricultural extension work in Washington County, Ohio, the County Farm Bureau has been that organization helping to develop policies of action, molding public sentiment, providing working committees and generally actively supporting this work. Four years ago, under a high pressure membership campaign directed by the State Farm Bureau Federation, largely on a commodity buying and selling basis, the membership was right up to 830. Partly due to the reaction natural in such a situation, partly to economic difficulties in which farmers have found themselves in recent years, this membership has dropped to less than 150. It seems however that those remaining now in the organization have largely in mind as a basis for their membership, the opportunity for active support of the extension program. The County Farm Bureau Executive Committee in its monthly meetings still gives a major part of its attention to policies affecting extension. The most conspicuous feature of the program of the annual meeting of the County Farm Bureau most recently held were the reports of community leaders of extension projects."

"Even with the active support given the extension activities by the Farm Bureau, the agent has consistently courted the goodwill and influence of other active local organizations. The need of this policy and its success is evident when it is noted that there are in this county 216 active project leaders which is quite in excess of the total county membership of the Farm Bureau. Organizations, such as churches, ladies aid, literary clubs, WCTU, and so forth, have frequently assumed responsibility for phases of extension and have provided local leaders as well. This is particularly true as such projects as home nursing, child care, girls home making clubs, and community institutes, which have been singularly successful. The grange of which there are several local organizations in the county has not accepted all the opportunities afforded it to support extension activities. The agent has been a member of this organization for 20 years and from this experience is led to believe that the reason is largely due to a fear on the part of the older grange leaders that they might lose prestige should they accept responsibility for projects already sponsored by the Farm Bureau. Certainly every opportunity to support extension has been offered local granges, and their frequent lack of interest and even occasional active opposition is difficult to explain on other grounds. However, the majority of the county granges are in full accord with extension plans.

1925 narrative report under marketing. "1,130 cars of produce were shipped from this section this year, mainly by the Marietta Truck Growers Association. Other success by marketing associations are the co-op apple packing plants at Little Hocking and Marietta, which packed out 6,200 barrels of apples with estimated gain of \$2,400 to patrons.

120 Wool Growers consigned 56,610 pounds of wool to the Ohio pool at Columbus realizing an estimated saving of 4¢ per pound or total of \$2,308.04.

The county livestock shipping company has almost suspended business through lack of support.

"The most valuable and important feature of the year's club activities was the Fourth Club Camp named in honor of the extension agent and his wife, Camp Hervida. This camp seems now to be an accepted institution. Conceived at the beginning is an opportunity for rural young people, not only for a high type of recreational activity but for inspiration and education tending to promote rural leadership, the camp has grown and developed so that it resembles a splendid junion chautauqua." A note that at this point it is still a boys and girls club, not 4-H.

November 30, 1925 report on marketing the Marietta Truck Growers Association is mentioned and the Valley Truck Growers Association a more recent organization is also apparently rendering satisfactory service to its patrons. The co-op apple packing plants at Little Hocking and Marietta completed their third years work packing out under the Buckeye brand. Approximately 10,000 barrels were packed at these two plants.

"95 Wool Growers consigned 45,572 pounds of their wool to the Ohio pool at Columbus, realizing an estimated saving of 4¢ per pound, or a total of \$1,822.28."

There does not seem to be a narrative report for November 30, 1926.

For 1927 under marketing it states that the fruit growers association at Marietta has been active but the Little Hocking association was discontinued this season because of lack of support.

There is nothing in the statistical report for December 1, 1928 about marketing.

The narrative report for December 1, 1928. "A number of Washington County poultry producers participated in the West Virginia poultry and egg marketing demonstration, with headquarters at Parkersburg, West Virginia. Considerable dissatisfaction with the results obtained has been expressed. Apparently prices received through the cooperative have not been equal to the prices producers were able to secure elsewhere."

"Within the past 7 years, three cooperative selling agencies the Washington County Livestock Shipping Association with headquarters at Marietta, the Little Hocking cooperative apple packing association, and the Marietta cooperative apple packing association have organized, operated and disbanded."

The Washington County farm bureau in February appointed Hugh Reid of Constitution as county service manager. Mr. Reid has opened a warehouse in Marietta and has what seems to be a satisfactory business in feed and fertilizer.

In the 1929 narrative report here is a quote: "Since the beginning of agriculture extension work in Washington County, Ohio, the County Farm Bureau has been that organization helping to develop policies of action, molding public sentiment, providing working committees, and generally supporting this work. At the present time, the membership is quite low, though the discoverable factors do not indicate that this is in any way a reflection of the local attitude toward extension service. A recent intensive membership drive with paid solicitors from out of the county resulted in 45 additional members, making the present total membership 113."

In the 1929 annual report dated December 1, 1929 there is a section marked 4-H Clubs. This is the first time this section has been other than boys and girls club work and it also tells that a total of 1,157 members enrolled in 1929.

NOTE -- From 1929 report "Because of the expiration on July 1 of state emergency funds for agriculture extension, a committee of those interested in the continuance of the local extension program, met the Washington County commissioners May 14 to request, under the new legislation, the appropriation of county funds to meet the requirements of the local budget. The total of the present budget is \$8,900 divided as follows:

Office secretary	\$1,200
General office expense	600
Travel allowance	1,100
Special assistance	1,500
Salary of agent	<u>4,500</u>
TOTAL	\$8,900

This amount less 1,600 state and federal appropriation left 7,300 to be furnished by the county. So large a delegation was present that the commissioner's office would not accommodate but about one-third of the group and it was necessary to adjourn to the assembly room at the court house. The hearing lasted two hours and 15 minutes during which time approximately 35 people presented their views of the local extension activities. Of these, two, M. G. Nixon, secretary of the Marietta Truck Growers Association, and Frank Bartlett, a former officer of the same organization expressed themselves as being earnestly opposed to the continuation of the work.

The commissioners after several days consideration, announced that they had granted the appropriation for six months. At that time, Mr. Kenneth Kerns, a recently elected commissioner, refused to state that he would support the inclusion of this item in the budget for 1930. Considerable effort was made by leading businessmen and farmers to convince Mr. Kerns of the need to include this item and several days later he stated he would favor it.

Considerable misinformation seems to have been released from sources controlled by those in opposition. Criticism is apparently not generally directed against the agent or the program of activities but rather against the cost. Despite the fact that the budget for this department is lower than any county department, the fact that the agent's salary is equal to that of the highest paid county official seems to have created some feelings. This situation while clearing somewhat, cannot be considered as settled."

From the 1929 annual report. "Marketing. The Marietta Truck Growers Association and the Washington County Truck Growers Association have apparently amply cared for the needs of the organized vegetable growers."

"Within the past eight years, three cooperative selling agencies, the Washington County Livestock Shipping Association with headquarters at Waterford did little, the Little Hocking Apple Packing Association, and the Marietta Cooperative Apple Packing Association have organized, operated, and disbanded. A limited volume of wool was consigned to the Ohio Wool Growers Association. A considerable number of poultry producers, but relatively few of the total, participated in West Virginia Poultry and Egg Marketing Cooperative Association with headquarters at Parkersburg, West Virginia, directly opposite this county.

Since February 1928, Reid and Coffman have operated a warehouse at Marietta, handling farm bureau feeds and fertilizer. They have developed what seems to be a satisfactory business."

The next report is that of 1930 and would be from November 30, 1929, to December 1, 1930, and that annual report was signed by Arthur H. Smith, Extension Agent. In the 1929 report, mention was made of the difficulties apparently intensified Mr. J. D. Hervey who has county agent and has been county agent for the past 11 years. He left the service on May 10, and the work was taken up by the present agent, Art Smith. The appropriations had been adjusted to take care of a county agent and a home demonstration agent but not for all the extra assistance that Mr. Hervey had hired. The statistical report and the narrative report are not as complete as they should be partly due to the switch of agents in May and the fact that the home demonstration agent was not secured until July 1, and the fact that there was a very severe drought in 1930. "This report is an effort to cover the year's work as carried on by two agents in Washington County. Due to the difficulties with the extension appropriation, J. D. Hervey, who had been county agent for the past 11 years in this county, left the service on May 10 as the work was planned to have a home demonstration agent for the county but this agent was not secured until July 1. Consequently the statistical report is not entirely accurate as there is some duplication in getting two new agents acquainted with the situation and switching the women's program from the hands of the agricultural agent to the home agent.

In addition to this the extreme job entailed so much additional work in connection with the very great adjustments and farm relief work that it

has been difficult to get started on a definite extension program. The drought and general depression has also made it difficult to keep folks interested in strictly community activities and has in this way hampered quite a bit of the program."

Status of extension organization. "As has been the case in many counties in Ohio, the Farm Bureau has declined in membership to the point that it does not by any means represent the folks supporting extension work in the county. The committee that met to approve the new agents was one composed of representatives of the Farm Bureau, Grange, and other leaders throughout the county and in a way is the county extension organization at the present time.

It has been the effort of the present agents to build up some type of organization within the communities. This is only being started at the present time and has not reached any very definite conclusion. Representatives from local community organizations have been selected to become a member of the local community council which meets with the extension agents to assist them in deterring the program for the community.

If this proves a satisfactory relationship these local communities will probably be asked to select representatives for a county extension organization which will assist in correlating the program for the county. There is an excellent spirit of cooperation toward extension work by all county and local organizations as far as we have been able to determine at the present time.

Now another comment in that connection 1930 the drought hit about the time I came to the county. The vegetable crops were seriously damaged, planting was very much delayed, and the total rainfall was about ten inches below normal as I remember it. Consequently many farmers were without sufficient feed for livestock in addition to losing vegetable crops and it was necessary for them to ship in large quantities of hay and grains to feed particularly dairy cows.

The following is a direct quote from the 1930 report under the heading "Drought Relief." "The arrangements for reduction in freight rate added a lot of extra work to the office and also to the extension agent in the last three months of this year. The difficulty of getting the proper interpretation on regulations kept the entire plan in a state of uncertainty throughout the period of the reduction. There have been a large number of freight rate certificates issued from this office. The exact number has not been compiled as yet but it would probably run over 400. Many of these did not go through for one reason or another. In some cases, they were lost between the local railroad agent and the district agent and in other cases they were too long going through for the shipper to ship that particular order so there would have to be a new permit issued. It is impossible to tell just how many of these permits were used. This service will be of tremendous benefit to the farmers of this county all of whom are severely handicapped by the drought this year, provided that the railroad company does not insist on all that were able to purchase feed pay

the full rate later on. Of course, if this is done it is not likely that any will benefit from the reduction as it is perfectly obvious that a man unable to pay for feed could not have any feed shipped in.

In addition to this relief work the State Highway Department employed needy farmers for some maintenance work on the state highway system. These men were selected by the County Drought Committee from names sent in by the township trustees. Approximately 350 men received some employment in this way.

ORGANIZATION

"Washington County has an area of 627 square miles and is located in rather a fan shape from the county seat. It is apparent that it would take several months to get acquainted with the leaders in the different communities and the new agent has been spending all possible time between regular projects in doing that type of work. The statistical report will show a good part of the time spent under this heading and it will be one of the major items of work this winter.

Since there is no extension organization either within the communities or in the county as a whole the present agents are trying to develop some type of community organization within the communities. Five sets of communities have been approached on such an organization and in two of them the organization has been effected under the name of The Community Council. Two of the other communities are electing their council members at the present time and will effect their organization early in December. In every case where this has been presented to the communities it has met with unanimous support. There is apparently a feeling within the communities that extension work has not been so much the wish of the community as a set up of projects presented to the community without their having any choice in the matter. This is not at all a local situation in this county but it has been necessary, since there was no community organization with which to confer, that the extension agent carry on the program as an individual working with individuals in the communities. I believe if there is some such an extension organization within the communities they will support extension projects much better as a community and also have a much better understanding of what it is all about.

It is also quite apparent that the people in the communities may make some valuable suggestions to the extension agents in formulating the extension program. When a majority of the communities in the county are organized we will probably have them select representatives to a county organization that will assist in correlating the entire program from a county standpoint. These local community councils will be the means of selecting club leaders for 4-H Club work and project leaders for other types of work within the communities as well as assisting the extension agents in determining what projects shall be used.

No statistical or narrative report for 1930 in regard to any cooperative activity in the county. I know we did work closely with the county farm bureau organization at that period but probably most of the activity was connected with just getting acquainted with the program and establishing the needed machinery to handle the problems of relief and drought which were quite heavy in 1930.

1931 Annual Narrative Report "Status of Extension Organization". The first part of this was somewhat of a review of the difficulty of maintaining touch with the communities with a small farm bureau membership and the development of an extension council.

"During the summer of 1931 there was some difficulty in obtaining the extension appropriation and in order to properly acquaint the rural people with the entire situation it was decided to organize a county extension council which would be representative of both communities and county organizations interested in rural welfare. Each of the community councils were asked to send a man and a woman representative of the community to a county meeting for this purpose. In three other communities the Grange is a very representative organization of rural people but there was no community council. These Granges were asked to send two representatives to represent their community. Since the Farm Bureau had always been a very strong force in the extension work and had really been the extension organization for many years it was also asked to send representatives.

The first meeting was called on May 25, 1931 and although there was a heavy rain that evening only one community failed to send their representatives.

At this meeting officers were elected and the organization plan explained. This group recommended that other county-wide organizations such as the Chamber of Commerce, Pamona Grange, Fair Boards, Herd Improvement Association, Truck Growers Association, Bankers Association, Bee Keepers Association, and Women's Camp be invited to send representatives to future meetings.

The home agent and county agent explained the situation and left the meeting so their fitness for the work as well as the ways of carrying it on might be discussed with complete frankness.

A budget and finance committee was selected by this group and asked to make a report at the next meeting showing the expenditures of county funds in the past with recommendation for the coming year.

This committee submitted this report at the next meeting on June 22, 1931 and were requested to present their budget to the county auditor. This type of extension organization of representatives of communities and county organizations seemed very satisfactory and very fair. It puts the selection of the agents up to the people who will be working with them. We hope they will be equally helpful in determining the program in the future. It also promotes a uniform and congenial relationship with all organizations interested in rural life."

The only mention of marketing in this 1931 report was at the end of the report on outlook and recommendations. The only paragraph on marketing is as follows: "Marketing of poultry products will also be a leading project the next few months."

1932 annual report, December 1, 1932 -- Understanding of county extension organization there are three paragraphs relating to past history of the farm bureau serving as the extension organization and the changes that occurred in 1930 and 1931 and this next paragraph which is the fourth one starts as follows: "The Extension Council serves as an advisory body to the county and home agent, offers suggestions and criticisms in planning and carrying out the extension programming, secures the appropriation for extension work and hires or fires the extension agents."

When the council failed in its efforts to get a county appropriation for 1932 the members agreed to try to raise the funds to carry on the work this year. The amount pledged by the county has been raised and an equal amount which was promised by the Chamber of Commerce has not been provided up until this time.

At this point perhaps a word of explanation would be in order so far as I know there was never one dollar raised (appropriated) by the Chamber of Commerce in as much as some of those who were attempting to get extension work out of their hair so to speak were pretty active in the Chamber of Commerce. Now we will go to the section on marketing in the same report -- "During the past two years some work has been attempted in livestock and egg marketing. It does not seem probable that there will be any cooperative livestock marketing put into effect in Washington County in the near future."

In 1931 about 15 poultrymen joined the cooperative egg marketing association at Parkersburg, West Virginia. Early in 1932, 12 more poultrymen joined making a total of 27 members.

At one of the poultry meetings a director was selected to represent Washington County on the Board of Directors of this cooperative. Market prices and strenuous competition by local egg buyers caused some of the members to drop out during the year. There are still 20 members and during the past two months a grading station has been set up in the county so that in addition to buying from members the cooperative will buy on a graded basis from poultrymen not now signed up as members of the association. Until the past month there has not been enough difference in prices to encourage more interest in egg marketing. At the present time, there is a difference of about eight cents a dozen and prospects are good for increasing the membership."

The annual report for December 1, 1933 there is this paragraph: "The appropriation for extension work in Washington County was discontinued in January 1932. The members of the Extension Council raised by private subscription the funds for continuing the program for the year of 1932."

In January, 1933 the Council, through their own efforts and initiative, succeeded in having the association reinstated and for the first time in three years the extension program has gone on with some degree of stability as to finances."

1933 report under marketing -- "Since coming to Washington County in 1930 considerable time has been spent on cooperative marketing. The efforts along this line do not seem very successful and therefore they have assisted in raising the price along some lines.

The first work was on livestock marketing and before sufficient farmers could be interest, a stock-owned auction market was set up. Perhaps this is some improvement over the old method of marketing.

The next work was done with the West Virginia cooperative at Parkersburg on poultry. This was started before 1930 but only four members were still selling eggs. In 1931, 15 poultrymen joined after tours were conducted through the plant from two communities. In 1932, 12 more joined making a total of 27. Many of the poultrymen were not producing large enough eggs to grade well. Others were not gathering eggs frequently enough to maintain good quality. The competition was very keen in 1932 and local buyers were paying almost as much as members received for graded eggs. Last fall, a local grading station was set up in the northern part of the county and at that time the spread local prices and association prices was more than usual.

This only last for about three months. Prices this past summer have been very discouraging through the association. The plant was state subsidized and is much too elaborate for the volume of business. At present, there are only ten members and the local grading station has been removed. Since a few members have been cooperatively marketing their eggs the egg prices have been above that of adjoining counties just out of the area. If that is the cause of the price increase, the cooperative has meant several thousand dollars to local poultrymen although no one will probably ever know it.

During the past two years some attention has been given to the marketing of truck crops. For several years the Marietta Truck Growers Association has handled nearly three-fourths of the vegetables sold out of this section. This association markets through a sales agency which for the past several years has been the American Fruit Growers. This agency has been charging 12 1/2 percent for marketing, one percent of which is turned back to the association. Nearly all of this has been handled by freight shipping to Pittsburgh. The last three years there have been more and more trucks coming in and buying directly from the farmers. As a result, the association has lost members and its position in the market has been weakened. Many growers desire a change within the association. Others would like to set up a new organization. After a few meetings with a small group who thought something should be done, a party of seven farmers and the county agent took a trip to New Jersey to visit the auction markets at Cedarville and Glassboro. The president, secretary and treasurer of the Marietta Truck Growers Association were in the party.

A meeting of 25 growers was held following the trip. A report of the trip was given at this meeting and it has been left up to the local association to decide if they wish to make some changes to conform to the present day trends. The Marietta Truck Growers Association has tried to oppose the truck buyer but in spite of that they continue to increase in numbers. This past season, the American Fruit Growers sold nearly 50 percent of the produce to trucks. At least half as much more was bought directly from farmers.

It is impossible to tell yet whether this marketing work will be the means of a new method of selling or will merely improve the old association. In either case the work was justified and has given many farmers a much better understanding of the marketing problem."

Here is a summary from the 1933 report (just a portion of it) -- "The past two years have been very critical for extension work. 1932 was carried on without funds from the county and 1933 on a very small appropriation.

There seems to be a feeling that the work is much more firmly established now and if this year's appropriation is secured without too much difficulty, the leaders will turn their attention more toward developing the program. The program is so full of necessary activities that it is difficult to meet some of the new problems." (This part was followed with many comments about specific time spent on different programs and the final paragraph is as follows) "If extension work is to mean much to the farmers more time needs to be spent on projects. We hope our supervisory group will help determine what is essential in the program and give some solution to this problem."

Extension report for 1934, the narrative report, there is a copy of a letter to extension council members with this beginning paragraph. "This is a combined news letter for February and March. The appropriation for extension work was not made by the county commissioners until March 1. Two thousand dollars was appropriated although the actual amount needed according to the executive committee of the extension council of \$3,000. We are carrying over from 1933 about \$100 in bills. Lack of funds for office supplies has delayed this letter.

Now for the annual report for 1934, December 1, 1934 -- Status in county extension organization. Under this heading a review of the development of the extension council what it has been doing, how it is selected is followed by this paragraph: "The appropriation for extension work in Washington County was discontinued in January, 1932. The members of the extension council raised by private subscription the funds for continuing the program through the year of 1932. In January, 1933, the council, through its own efforts and initiative, succeeded in having the appropriation reinstated. In 1934, the appropriation was not made until March. One commissioner had voted against the appropriation for three years. One had always been for the work and a third had voted for it in 1933. This year he stated that he did not feel the work should be continued since the effort was toward reducing production in a national

way. Since the AAA program has not been well adapted to Washington County and the truck growers feel that due to the AAA, competition from the south has been materially increased, it made a very difficult situation. The appropriation was finally made carried with it a motion that a levy of 1/10 of a mill outside the ten mill limitation must be submitted to popular vote the fall of 1934. This outside levy was opposed by both the Grange and the Farm Bureau who maintained that the appropriation should be made from the general fund. The outside levy was defeated 9,000 to 3,000.

The county commissioner who had voted against the appropriation each year was defeated for his second term and a new one elected has promised his support.

Marketing 1934 annual report -- In commenting about the poultry marketing plant at Parkersburg; "The plant was state subsidized and much too elaborate for the volume of business. Last year it had to close down and a few members who were still left in were back a few weeks in pay. Since that time most of the outstanding accounts have been paid. The plant did mean higher prices for eggs because it held the prices above that in surrounding counties and probably meant several thousand dollars more in income to the producers of the county."

The next paragraph reviews the problems of the Marietta Truck Growers Association and the costs of handling produce by shipping to Pittsburgh then for the last part of that particular paragraph a report is given on the trip to New Jersey in 1933 then the next paragraph a quote: "As a result the Marietta Truck Growers Association changed their plans somewhat and adopted community packing houses and federal inspection. This was very satisfactory for 1934's season but many growers maintained that the commission and selling costs were too high."

After the 1934 season the contract with the American Fruit Growers was cancelled and the directors of the association are trying to work out a new contract with a smaller commission. It is impossible to tell yet whether this marketing work will be the means of a new method of selling or will improve the old association. In either case the work was justified and has given many farmers a much better understanding of the marketing problem."

Summary

"The outlook for extension work in Washington County is still very uncertain. A great many farm folks are very much interested in an extension program especially young people."

"The entire county has suffered more from a feeling of depression than from the depression itself. A pessimistic attitude of various leaders, particularly the tax league has caused many folks to see the dollars they have not made in a stronger light than those they have made. One very encouraging factor has been the election. Every leader in this pessimistic attitude who was opposed to extension work has been defeated."

Some financial interests who are not interested in the farmers welfare may still have enough power to make trouble. There would be no difficulty in carrying out a fine extension program if we were given the opportunity. Several hundred fine rural leaders would go ahead with a progressive program if they could just get the financial part of the work settled.

The past year has demonstrated more willingness to lead on the part of rural people than any time in the past four years. Last year the appropriation was not made until March 1. The two months were so disrupted that they seemed almost lost. If this could be settled on January 1 a real educational program would be started at once.

Now we go to the December 1, 1935 annual report. It is interesting to see this is the annual report of extension work in agriculture and home economics for Washington County, Ohio by county extension agents Eva M. Kinsey and Arthur H. Smith. There were two problems that came up and had to be solved. The extension agents in Washington County elected to use only one title of extension agent. They also wanted to use one report. Both of which both ideas were very much opposed in the state office. However, we succeeded in getting permission to do this and this 1935 December annual report is the first combined report. In this report on status and county extension organization these past experiences in developing an extension council and overcoming various oppositions including the fact that a levy was set up outside the ten mill limitation to support extension work and was defeated by about 9,000 to 3,000 votes is reported and one of my recollections of that experience is that when we went to the commissioners to ask for appropriations of January 1935, the one county commissioner who had voted against the appropriation each year was defeated for his second term and when elected promised his support. The appropriation was not made until April due to the illness of one of the county commissioners. When the appropriation was made it was for \$3,000, an increase of \$1,000 over 1934 due to the fact that 3,000 people had voted for increasing this levy in spite of the fact that it had been opposed by all organizations of agricultural people. Later on in the year an additional \$200 was granted to help in some problems in connection with insect damage to tomatoes. This was under the control of the extension service and was carried on at the experiment station for vegetable crops.

Under marketing in this 1935 report the first item is truck crops. "For the last five years there has been much discussion of the vegetable marketing problem. The Marietta Truck Growers Association used to have about 600 members. Due partly to lowered prices this membership has been declining and now is probably less than half that number. This association markets through a sales agency which for the past several years has been the American Fruit Growers." Then I go on in that report to explain how it has been handled and the fact that a group of truck farmers took a trip to New Jersey to view auction marketing and following that trip in 1933 the truck growers association changed their plans somewhat and adopted federal inspection in 1934. This worked very satisfactory for the 1934 season but many growers maintained that the commission and selling costs were still too high. "Then after the 1934 season a contract was canceled

and a new contract drawn with slightly lower marketing costs. In 1932 a group of growers near Waterford formed a new association with the community packing house." This group has had very satisfactory results in the past three years.

"In June a group of growers decided to do something about the auction market and after three meeting decided to set up an auction market at once. This was started in July and continued until September. About 100 growers used this part of the season and the auctions were held five days a week."

"In September, 1935 the executive committee of the extension council made up the budget for 1936 and requested \$3,800 in order to maintain three extension agents. This budget was voted on and approved by the county commissioners on October 28, 1935."

Their outlook and recommendations for the 1935 report is this paragraph: "The outlook for extension work has been very uncertain until this year. Now the appropriation for 1936 assuring three agents and with no active opposition the program should grow in value." (Now for other recommendations in the report this is the last sentence.) "The financial part of the program seems to be settled and it is now a problem of real extension work."

Some additional notes for 1935 -- The additional appropriation mentioned previously in the report was with the understanding that Mr. Cronin who was Vocational Agricultural teacher at North Salem would be employed as assistant agent beginning January 1, 1936. In the 1936 report is the program of the Washington County Farm Bureau Annual Meeting with President C. H. Ingraham, Vice President C. R. Mitchell, Secretary-Treasurer Mrs. Carl Strayer and the directors L. A. Hall, Dean Dunbar, L. E. Apple, H. P. Curtis, George Broedel, Mrs. H. J. Tresch, Mrs. B. R. Cogswell, the speaker at this annual meeting was Herb Smoots. In this 1935 report is the script for the pageant "Forward Agriculture" with the music by the Marietta High School Band and it was presented as a sequel to "Which Way Agriculture" which was presented in 1934. (This pageant depicted the development of agriculture in Washington County since 1795 with A. D. Barker representing the spirit of the past.) I note in the program that in 1934 "Which Way Agriculture" there were 2,500 rural people attending. This pageant, "Forward Agriculture" was presented the last Saturday in July and according to the report approximately 2,000 people attended and 150 men and women took part in the pageant and 600 4-H Club members representing nearly all clubs in the county formed one of the most important episodes in the pageant.

This is a paragraph from the report on the pageant -- "This achievement day was considered one of the most successful affairs attempted by the rural people of Washington County. It was sponsored by the Extension Council, and all rural organizations cooperated by taking part. The Farm Bureau planned its annual picnic in connection with the day and helped with taking care of the out-of-county guests." (These included former agents Riggs and Brownfield.)

December, 1936 annual report -- Information on the status of the extension organization and the extension program from May 1931 through this year (1936) is completely explained in this report so at this time I will present quotations from this report that I think are pertinent and of interest. "A general county extension council for Washington County is made up of two representatives, a man and a woman, from each of 16 communities together with representatives from the Pamona Grange, Farm Bureau, two fair boards, truck growers association, and Chamber of Commerce. This council was organized in May 1931 and serves as an advisory board to the County Extension Agents on all policies regarding the extension program."

"The representatives to the Council are selected in different ways depending upon local community conditions but in every instance they are selected by the community or some representative community group. In many communities a man and a woman are selected by the farmer institute nominating committee along with the officers for the institute. This has proved very satisfactory as the farmers institute represents a general cross section of community interests and a more general representation than any one local community organization."

"In December 1931 the Executive Committee of the Extension Council planned a budget for 1932. This budget was presented to the County Commissioners. They refused to appropriate this amount. One of the commissioners then moved that no appropriation be made for extension work and this carried with two voting yes and one no. Members of the Extension Council met with the agents and planned a revised budget that would permit the program to operate in a minimum way through the year."

They felt it would be wise to maintain the office even though little work could be done until favorable commissioners could be secured. The funds for this revised budget were raised by private subscription and on January 1933 the Council through its own efforts succeeded in having an appropriation of \$2,000 by the commissioners. One of the commissioners at that time was very much in favor of increasing the appropriation, the second was doubtful of the advisability of continuing the work and the third was opposed. The 1934 Council again presented the budget to the commissioners and did not get an appropriation until March. The doubtful commissioner said he would not vote for an appropriation for another year because he felt the AAA program did not meet with the approval of Washington County, especially as far as the truck growers were concerned. He felt the appropriation should be voted on by the people at a regular election. The appropriation of 1934 carried with it a motion that a levy of one-tenth of a mill outside of the ten mill limitation must be submitted to popular vote in the fall of 1934. This levy was opposed by the extension council, granges, and farm bureau, who maintained that the appropriation should be made from the general fund. This levy was defeated by about 9,000 to 3,000. The county commissioner who had opposed the appropriation each year was defeated for his second term and the new one elected had promised his support. The Council presented an appropriation in 1935 and it was made in April. This delay was due to the illness of one of

the commissioners. By May, the appropriation was for \$3,000 which was an increase of \$1,000 over 1934. The Executive Committee of the Council carried most of the work of making up the budget. In September of 1935 they made up a budget of \$3,800 for the 1936 appropriation. This budget carried with it a request to employ an additional agent beginning January 1, 1936. This budget was voted on in October 1935 and approved by the County Commissioners. At the request of the Council and the commissioners the University was asked to approve a third agent. The third agent was employed January 1, 1936."

"Each year for the past five years an annual meeting of the County Extension Council has been held just after the first of December at which time a report of the entire Extension program carried during the year was given to the Council members in mimeographed form. A brief discussion of this report was given by the Extension agent at this meeting with comments by some of the local leaders. At the meeting of the Extension Council in December 1935 the third agent had been approved and was presented. The members of the Council demonstrated a fine vision of the extension program needs in that they placed the emphasis on how much was needed in order to maintain an efficient program rather than how much it took, pointing out that it required an adequate amount of money in order to maintain the standard of extension program that was needed and wanted in Washington County."

(The reason for the 1936 budget being approved in 1935 was that we wanted a request into the state to obtain a part of the Bankhead-Jones funds that were appropriated by Congress for this purpose. It could not be a legal appropriation until January but with all three commissioners signing the request there was no question but what it would be legally made in January. It was at this time that Lester Cronin was announced to the commissioners as the prospective agent and it also gave him time to make arrangements to leave his work as vocational agriculture teacher by January 1, 1936. In the appropriation for 1935 it is mentioned in the report that it was not made until April. There was no question but what it would be made after the change was made in commissioners and for that reason we had no hesitancy in continuing with the work on that level.)

Report on marketing in the 1936 report -- "Vegetable Marketing"

"The Marietta Truck Growers Association was organized about 25 years ago. For a good many years, most of the truck crops in Washington County were marketed through this Association. The Association used to have a membership of about 600. Trucks coming into the county with the advent of good growths and other forms of competition have affected this membership until now there are less than half this number of members. The Association is not organized under the Cooperative Marketing Act and is in reality a group of growers bound together by a contract with the sales agency which for the past several years has been the American Fruit Growers. Many years this agency charged 12.5% for marketing one percent of which was turned back to the Association board for the maintenance of the Association. Originally nearly all the produce was handled by freight shipping direct

to Pittsburgh. During the past few years the trucks buying direct for different agencies have taken a great many members and have weakened the Association's position in the market. A group of vegetable growers about Rockland have usually maintained a small association of their own of much the same type."

"In order to study other types of markets we sponsored a trip to New Jersey in 1933 and seven growers went along including the president, secretary and treasurer of the Marietta Association. After this trip a general meeting was held and the trip was reported to this meeting. In 1934 the Marietta Association changed their plans and adopted community packing houses and federal inspection. This was very satisfactory but some of the growers thought the selling costs were still too high. After the 1934 season the contract with the American Fruit Growers was canceled and a new contract drawn for 1935 with slightly lower marketing costs. These associations proceeded in about the same manner in 1936 and regained some of their membership. In 1932 a group of growers in the Marietta Association withdrew and formed a new association under the community packing house plan at Waterford. This group is still in existence and has had very satisfactory results, although in 1936 a drought cut their production to the place where they did not have very much to market. In 1935, a group of the growers, mostly those who were not members of the association, decided to set up an auction market. This was run from July until September holding auctions five days a week. About 100 growers used this for a part of the season. The small crop due to the drought in 1936 discouraged this group from starting up again and it is at present time dormant. This may be started again in 1937. We attempted to make this a free group and had some members of the Board of the Marietta Association on the board of the auction market. It did help the market that year and helped bring about better cooperation between the sales agency and the Marietta Association. It has not been the intention of the Extension Service to disrupt any growers group and most of them realize this. We have attempted to go along with them searching for the best solution of the marketing problems of this area. If 1937 should be a favorable year there may be much more done toward improving marketing conditions."

Potatoes

"In 1934 some of the growers held a meeting to discuss marketing of potatoes. The only thing that was done in that year was to keep growers posted on prices so truckers would not be able to buy at prices under the market. In 1935 a meeting of the growers was held in June and the Farm Bureau presented a possible plan of marketing through the local Farm Bureau Co-op. It was accepted by most of the members and a grader was installed and a good many of the potatoes were marketed through the Farm Bureau. Some of the growers marketed through the auction market that year. There is no question but that these two markets stabilized the price for the entire territory and meant hundreds of dollars for the growers who did not use either method. The truckers had to meet the prevailing price. In 1936 we again called a meeting of the growers and the Farm Bureau plan was presented again and much the same procedure was

followed. The dry weather spoiled so much of the potato crop that they did not have nearly so much to market. This method will probably continue through next year."

Dairy Marketing

"In 1934 and 1935 we assisted the dairymen to organize a marketing association in connection with the Ohio Milk Marketing Law. When this law which was only for one year, passed out of the picture, the association was finally abandoned. During the past year we have assisted with the organization for the bang test and the tubercular test which was really partly a marketing problem. A good percentage of our milk goes into West Virginia and without testing these markets would have been lost."

Wool Marketing

"Less than a third of the wool in Washington County is marketed cooperatively. What is marketed this way goes through the Ohio Wool Growers Association and for the past two years the Farm Bureau Cooperative has acted as their representative in this county."

Farm Bureau Cooperative

"The Extension Service cooperates with the Farm Bureau Cooperative which was organized as a cooperative association in 1933. The agents attend a good many of the board of directors meetings and assist in any possible as an advisory or educational capacity. Most of their work is in selling feeds or fertilizer but they have been doing a good many things towards furnishing other farm supplies such as paints, oils, seeds, fencing, and machinery. During the past two years they have been marketing potatoes, some cream, poultry and eggs. During the past year they installed a wholesale gasoline plant and trucked this to the farmers throughout the county. They also maintained a truck route for their feed and fertilizer business and buy some other farm commodities such as hay, grains, and so forth. There are many more growers in contact with this than any other agency. This group has been able to pay dividends every year and are apparently going to be in better financial shape this year than they ever have been in the past."

This January 1, 1936 report is most interesting because it has its general review of the overall changes in programs at this time. Also pictures of office personnel, and the Extension agents in the new office which was built in the basement of the courthouse after the big flood. It was moved into sometime in 1936. The 1937 report also has its general review of the activities of marketing exchange from through the period of depression up to that period when we had the three Extension agents. The 1936 report also has a report on the organization of the radio programs three times a week over WPAR that is quite interesting.

In 1935 the agents began signing reports and letters and other things as County Extension Agent or Agents. Prior to that it had been Agricultural

Extension Agent or Home Demonstration Agent. This was a change in plan that did not meet with the entire approval of the state office for some time. By 1936 when Lester Cronin was added as the assistant agent it was agreed from the beginning that he would not be listed as an assistant agent at any time. He would be signing his name as County Extension Agent just the same as the other two agents or if we all sent out a letter it would be County Extension Agents. This met with the legal approval if not the mental approval of some of the state offices.

In the 1937 report under General Marketing -- "Some time is spent almost every month discussing marketing problems with farmers; usually these discussions are at other meetings, in the office or in the field. This does not appear on report forms and yet it has considerable effect on cooperation and individual marketing activities. In addition to this, either Mr. Cronin or Mr. Smith has attended each of the 11 monthly meetings of the Farm Bureau Cooperative Board held this year. (No meeting was held in February due to the flood.) Opportunity occurs many times to give suggestions to this group which is making progress from year to year. Mr. Cronin and Mr. Smith also attended the annual meeting of the cooperative members. One suggestion carried out this year was to haul lime in ten ton lots directly from factories to the farmers in a tractor truck at very little more than freight rates. This saved loading from the car and has been very much appreciated by the farmers. The cooperative has handled several carloads of lime in addition to that trucked."

"The Extension department also attempted some new features on market news this summer. The potato men requested a daily report on potato prices during the digging season. They agreed to report prices offered in different communities and the Extension agents were to put the prices in the newspaper. The growers were not so regular in reporting prices, but the agents did keep the prices in the newspaper and broadcast them at least twice a week over the radio. Several growers have expressed a real appreciation for this and suggest that the same be done for tomatoes, sweet potatoes, sweet corn, and cabbage. Since November 1, Mr. Smith has been giving the turkey market news each Tuesday over WPAR." (This annual report also has a summary again of the vegetable marketing problems and progress.) "Potato Marketing -- Two meetings of the Potato Growers were held to discuss marketing problems and in the end, most of the potatoes were marketed through the Farm Bureau Cooperative. 1,775,815 pounds were handled, most of them graded at the Farm Bureau Building."

(For some reason there is no record in any of these reports of the organization of the County Farm Bureau Cooperative which was organized in 1933 and the Extension Agent worked very closely with this organization, worked helping set it up every step of the way, and met with the board almost every meeting in the years following until this time. There have been quotations from the reports on the work they did in marketing potatoes and some other things but very little about how much was done by the Extension Agents which of course was always entirely educational.)

Farm Bureau Cooperative -- "The Extension Service cooperates with the Farm Bureau Cooperative which was organized as a cooperative association

in 1933. Most of their work is in selling feeds and fertilizer but they have been doing a good many things toward furnishing other farm supplies such as paints, oils, seeds, fencing and machinery. During the past two years they have been marketing potatoes, eggs, poultry, and some cream. Last year they installed a wholesale gasoline plant and trucked this to the farmers throughout the county. They also maintained a truck route for the feed and fertilizer business to buy some other farm commodities such as hay, grains, and so forth. There are more growers in contact with this than any other agency. Business will run 50 percent higher in 1937 than in 1936."

Federal Surplus Commodities Corporation -- "Two other problems of marketing were worked out with the cooperation of the Extension agents this year. A surplus of cabbage in June and a sudden break in the market stopped shipping. The Marietta Truck Growers Association asked for assistance from the Federal Surplus Commodities Corporation and a representative came to Marietta. The day he arrived the rivers were rising and flooded much of the cabbage land and cut other growers off. The representative of the FSCC returned to Washington but left blanks to ship several cars if necessary. After the flood receded, 24 cars, totaling over 500,000 pounds were shipped. The Extension office took care of all the book work and looked after the shipping in cooperation with Clint Brunner of the State WPA office. News items, letters, and a radio talk all helped to give proper publicity so every grower had an opportunity to move some of his surplus cabbage.

Early in October a similar plan was worked out on apples. The Federal Surplus Commodity Representative located at Jackson, offered to buy some apples from this county. A meeting was called and about 30 growers came in to talk with the representative. Several were interested in selling at a later date and another meeting was arranged to make final plans. Altogether 16 cars were loaded from Washington County. Most of the apples shipped were Rome Beauties.

During the marketing season on vegetables and potatoes and apples, the Extension office is the headquarters for the federal shipping point inspectors. This is both a marketing and an educational service. All certificates are typed in the office and the office girl is the information bureau in regard to location of inspectors."

1937 report -- Story on older rural youth work in connection with the Farm Bureau and Darwin Bryan.

1938 report -- "One of the programs started in 1938 was a county school in farm marketing. This was held in connection with C. W. Hammonds and the school started on November 2, and ran until December 7; one meeting each week. At the time of the December report there was one more week to go and the average attendance had been 28. This comment should go in prior to the quotation -- From 1930 on until 1938 there had been sort of a running feud between the truck growers association and Extension. The reason being of course that Extension was attempting to revise the thinking on marketing with some of the growers and particularly officers of the association and

this was going to run counter to the desires of the American Fruit Growers who pretty much controlled the thinking of that group.

"During February 1938, Mr. Smith met with a committee from the Marietta Truck Growers Association and assisted them in drawing up a constitution and bylaws and a marketing agreement. These were approved by a meeting of the membership an incorporation was completed. The Marietta Truck Growers Association is now a regularly organized cooperative association. They bought a building for offices and packing house during February. Additional changes in the marketing program of this Marietta Association will probably follow this step." In meeting with this committee, they were quite disturbed that the membership would not accept some of the more radical notions of the strictly cooperative but I was able to persuade them that if in presenting it to the association meeting they would present first the marketing agreement which was in essence not the same as the agreement they had been using with the American Fruit Growers. That would be approved rather easily then they could go from there to some of the bylaws which again would have many familiar parts to them and then finally adopt the actual constitution. After some discussion with the President and Secretary and Treasurer and others working with me on that phase of it they agreed to this and they found out it worked out just as I had suggested. There were no problems at all in getting it adopted.

Potato Marketing -- "Two meetings on potato marketing were held in June. Marketing of potatoes is done through the Farm Bureau Co-op, the Marietta Truck Growers Association and by growers as individuals. The Farm Bureau grades the potatoes when brought to the cooperative association and sells on government inspection. They handled a major portion of the potatoes sold out of the county. The growers selling through the Marietta Truck Growers Association do their own grading before delivering the potatoes to the association. Those selling independently usually sell ungraded. The Extension office broadcasted potato prices over the local radio station and kept quotations in the daily paper throughout the marketing season."

Farm Bureau Cooperative -- Most of the comments on the Farm Bureau Cooperative are the same as those in the prior year's report. The following quotation is separate: "During the past year the cooperative association bought the building which has been rented since 1933. Additional stock was sold and a loan secured from the Bank for Cooperatives from Louisville, Kentucky."

In the 1939 Annual Report for Washington County there is section marked "Apparaisal of Extension Work in Washington County."

"The first County Extension Agent in Washington County began work January 1, 1915. However, it would not be possible to have a good perspective of the Extension program without considering some of the educational efforts of earlier years. Farm people of Muskingum Township were largely of New England ancestry and much interested in adult education. In the winter of 1873, they began planning for a community organization which was organized January 1, 1874, as the Muskingum Farmers Club. This group has been meeting regularly since that time and only a few times have meetings been cancelled. At first they met every two weeks but in late years changed to monthly meetings. These meetings are usually held at the home of one of the members and for years the men looked over

the farm and barnstead of their host and made recommendations for improvement in practices or conditions. In late years none of the educational value of the meetings has been lost but half or more of the programs deal with community or national problems."

"In July, 1903, a similar club was organized along the Ohio River and called the Valley Farmers Club. The same type of programs were carried out and in the same way. This group is also an active educational group of adults today. While these groups were not Extension groups they were attempting to do the sort of teaching that Extension workers use today, using discussion method and to a certain extent the result demonstration method."

"Many other efforts were made toward adult rural education in Washington County before the Smith-Lever Act in 1914. Granges were organized in these earlier years and one of the granges most active in the county today was organized in 1873."

"In 1907, a group of market growers banded together as the Marietta Truck Growers Association. Their purpose was entirely educational at first and an attempt was made to help the members grade and pack more uniform produce. Three years later it had become a co-op marketing organization and is still a leader in that work as well as in the educational field."

"When the Extension work of The Ohio State University was established in 1905, it was not long until it was taken up in Washington County. One of the first moves was the establishment of the Farmers Institute. Mr. C. P. Dyar, one of the early Institute's speakers, was one of those instrumental in starting these educational meetings in the county. At first these were county-wide affairs but were soon established on a community basis. One of the earliest of these institutes was the one held in Lowell in 1904. This community is still holding an excellent community institute in this, the 35th year."

"These are just a few of the early adult educational programs of the county that have carried through a period of 40 years before the Smith-Lever Act until the 25th year since its passage and are given as illustration of the pioneering spirit of the people in this pioneer county of the Northwest Territory. These examples also show how of necessity the Extension program had to fit into an adult educational program of rural people that is a growing concern when cooperative Extension work was born."

"When the Smith-Lever Act was passed in 1914 it was not long until a movement was started to organize a County Farm Bureau in Washington County. The first county agent, Mr. Earnest J. Riggs, was hired and started work on January 1, 1915."

"There are no records in the office on the methods used in 1915. It is known that township meetings were held by the Farm Bureau and that the work was almost entirely agricultural extension dealing with problems of production. Very little was done on home economic problems and none on junior work. Mr. Riggs resigned as County Agent on July 1, 1916, but continued as superintendent of the two experiment farms. These are county

farms and were purchased December 21, 1914. One of them is used as a market garden experiment farm and the other as a general experiment farm. Mr. Riggs left this work on December 1, 1916, and Mr. W. W. Brownfield came to the county serving both as supervisor of the experiment farms and as County Agent. The experiment farms were separated from Extension work on July 1, 1917. Mr. Brownfield started organizing 4-H club work and one of the clubs organized in 1917 has been in continuous existence since that time. Mr. Brownfield also worked closely with the granges, farmers clubs, and other existing organizations. He resigned on July 1, 1918, and Mr. J. D. Hervey who succeeded him did not begin work until May 1, 1919. During Mr. Hervey's period of service many changes occurred. The Extension Agent became still more closely associated with community organizations and the Farm Bureau passed from a local Extension organization to a farmers cooperative organization and became a part of a state federation and then a national federation."

"The leadership work with the Extension program became representative of a number of groups and individuals from many parts of the county. 4-H club work grew until there were over 1,000 members enrolled. They were under the direct supervision of rural men and women who did almost all the teaching. These voluntary leaders received help from the Extension Agent and Specialists and passed the information on to the club members."

"The home economic phase of the program was developed and local leaders secured in the different communities each year to meet with the specialists and carry the teaching back to the community groups."

"During this entire period the most important problems were those connected with community activities and the development of citizenship. Leaders in the county were most interested in the 4-H club work and in the Farmers Institute than in any other phase of the Extension program."

"During the period of the World War I there was not so much inflation of farm values or as many changes in the production program in Washington County as there were in the more distinctive grain and meat producing counties. Consequently there was less deflation in the post-War years. There was not so much interest in the activities of the Federal Farm Board or the agricultural program as discussed in the late 20's and early 30's as in the more strictly agricultural counties."

"During 1928 and 29, county money was appropriated to hire from three to five assistants during the summer who were to work with the 4-H club program. It was felt that one agent could not handle so large a program as the club program had grown to be at that time. These assistants were local girls with experience in the Extension program. 4-H club program enrolled many more girls than it did boys during this period."

"The present county agricultural agent A. H. Smith, began work immediately after Mr. Hervey's resignation on May 1, 1930. On July 1 of the same year the first home demonstration agent, Miss Eva M. Kinzey, was employed. Since both the home economic and agricultural programs had been worked together as one unit during the previous years, no attempt was made

to separate these phases of the program at this time. It was also recognized by these two agents that the major interest was one of community life and the development of good citizenship, so they made an effort to work with all community organizations in the county. During the winter of 1930-31, these agents contacted leaders and organizations in most of the communities of the county and worked out a plan to have the communities definitely select persons responsible for the guidance of the Extension program. In May, 1931, the first Extension Council was organized with representatives from 15 different communities setting up a loosely-knit organization. This organization carried Extension work through the serious depression year of 1932 and have since that time become more of a program planning group. They still request a major portion of the help of the agents on 4-H club work and community activities and also assist in planning a more definite agricultural and home economic phases of the program."

"When the AAA program was offered it did not meet with a great deal of interest among the farmers of Washington County. Those who were interested particularly in truck growing were definitely antagonistic toward it. Only about 12 farmers participated in the wheat program and a little less than 200 in the first corn/hog program. When the agricultural conservation program was set up there was a great deal more interest and after about two years of this work it was generally accepted as a satisfactory program by a large majority of farmers in the county. The Extension Agents cooperated closely with the officers of these associations and assisted in getting the programs started in a way that would be most satisfactory to all concerned. During the last two years it has not been necessary to give these programs any attention from the standpoint of the mechanics of the program. The agents still assist with the educational meetings and in an advisory capacity with those managing the program."

Washington County 1933 Annual Extension Report

During the past two years some attention has been given to the marketing of truck crops. For several years, the Marietta Truck Growers Association has handled nearly three-fourths of the vegetables sold out of this section. This Association markets through a sales agency which for the past several years has been the American Fruit Growers. This Agency has been charging 12 1/2 percent for marketing, one percent of which is turned back to the Association. Nearly all of this has been handled by freight shipping to Pittsburgh. The last three years there have been more and more trucks coming in and buying direct from the farmers. As a result, the Association has lost members and its position in the market has been weakened. Many growers desire a change within the Association. Others would like to set up a new organization. After a few meetings with a small group who felt something should be done a party of seven farmers and a county agent took a trip to New Jersey to visit the auction markets at Cedarville and Glassboro. The president, secretary and treasurer of the Marietta Truck Growers Association were in the party. A meeting of 25 growers was held following the trip. A report of the trip was given at this meeting and it has been left up to the local association to decide if they need to make some changes to conform to the present day trends. The Marietta Truck Growers Association

has tried to oppose the truck buyer but in spite of that they continue to increase in numbers. This past season the American Fruit Growers sold nearly 50 percent of the produce to trucks. At least half as much more was bought directly from farmers. It is impossible to tell yet whether this marketing work will be the means of a new method of selling or will merely improve the old Association. In either case the work was justified and has given many farmers a much better understanding of the marketing problem.

Many farmers have installed irrigation systems of some sort the past three years. One of these systems which has an interesting story was worked out in cooperation with Mr. Virgil Oberholt, specialist in agricultural engineering. This farm had a well on it which was dug by hand labor in 1865. It was dug to a depth of 90 feet and curbed with planks as they went down. After it was dug it was walled with brick. The old oaken bucket was installed and has been doing its duty ever since. In 1923, the need for water for the barn, house and hotbeds caused them to install a piston powered pump driven by a one and one-half horsepower gasoline engine. This pump increased the capacity 330 percent. The old bucket was still left in the pump but could only raise about one and one-half gallons per minute while the new pump could deliver five gallons per minute. A storage tank was built which holds 4,960 gallons. This tank could be filled by running the pump for about 16 hours. In 1929, a three-quarter horsepower electric motor was substituted for the gasoline engine.

Following the drought in 1930, plans were begun to irrigate this farm which has about 23 acres of excellent garden land. After considerable study, a deep well centrifugal pump was purchased and installed in March, 1933. This is a seven-stage six inch pump driven by a salvaged automobile engine. The well was driven 15 feet deeper on one side and the pump installed there. This pump will fill the tank holding 4,960 gallons in 14 minutes as against 16 hours with the old pump, or delivering 354 gallons per minute. This pump will deliver 130 gallons per minute through the overhead irrigation systems against a pressure of 30 pounds. The motor used gas for fuel and is operated at a cost of less than 5¢ per hour for fuel.

Plenty of water is available since the well goes below the river bed. In a test, the pump was run full capacity for four hours pumping out nearly 85,000 gallons and only lowered the water level 1/2 inch.

The old oaken bucket still furnishes the best water to drink in the opinion of the father of the present operator on the farm and is in use in just the same way as it was in 1865.

It does furnish an interesting picture of progress as it hangs beside the new centrifugal pump capable of delivering over 350 gallons with a fuel cost of 1/12 of a cent while you can get one and one-half gallons of water with the old oaken bucket at a cost of 21 turns of the crank. It would be necessary to crank up the old bucket and empty it time after time for almost four hours to get as much water out of the well as the new pump will lift in one minute.

Farm Bureau Youth Group as Reported in the
December 1937 Annual Report, Wasington County

The agents are cooperating with the Farm Bureau on the youth program. In May, the Extension Agent called a meeting for young people from different parts of the county to consider holding regular meetings for social, recreational and educational purposes. All the young men and women who had attended Farm Bureau Youth Camp were also invited. The group discussed age limits and the activities they wished to carry out. Following the discussion they played folk games for the rest of the evening. Early in June the Farm Bureau called a county-wide meeting of all young people and had an evening of folk games and singing. Darwin Bryan from the Farm Bureau in Columbus attended this meeting and led the folk games. In July, two more county-wide recreation meetings were held and the attendance continued to grow. Mr. Bryan had charge of both these meetings and Mr. Ed Bath attended and spoke at one of them. During August and September two more meetings were held and while everyone was busy and the weather too hot to play folk games the young people were nonetheless interested and the attendance increased. In addition to the two meetings held in September, two boys and two girls were sent to the State Youth Conference. The Farm Bureau contributed \$10 and the Marietta FFA, \$2. Mr. Smith took the delegates to the Conference and Mr. Cronin brought them back. At the second meeting in September the large county group was divided into two parts and officers and discussion leaders elected for each division. During October and November these officers and leaders met for these discussion meetings. During the last of October five members of the Washington County Youth Group attended a committee meeting at Athens and with surrounding counties planned a conference for November 30 at Ohio University. Professor E. A. Taylor of Ohio University attended this meeting as a representative of the University and promised to assist Mr. Ross Wright, County Agent in Athens County, to plan the November conference. Miss Kinsey and Mr. Smith took the group from Washington County to this conference.

On November 30, 24 young people from this county attend the Youth Conference at Ohio University. The group ate dinner at the University cafeteria and at 7:30 p.m. met in Ellis Hall for the program. Dr. James R. Patrick gave the very interesting talk on "How to Achieve a Positive Personality." Some of the members of the Washington County group were members of the Personality Club the past summer and were particularly fitted to take part in the discussion which followed. This was evident in the ease in which they took part in the forum which followed the discussion. Although it was rather late, the group was still interested in doing some folk games. This was a very interesting meeting and the Washington County group was sure to be more interested in the Youth Program because of this conference. Professor E. A. Taylor arranged for the conference and assisted with the details.

Farm Bureau Youth Group as Reported in
Washington County 1938 Annual Report

The Farm Bureau Youth Group in Washington County is being developed under the direction of the Farm Bureau and the Extension agents. It is the Farm Bureau Youth Group and during the past year the agents have not

helped much with the program. The group was organized in 1937 following a meeting of young people called by the Extension agents. The granges and each 4-H club with older members were asked to send representatives to this first meeting in May of 1937. The granges did not respond except in one instance and nearly all of the group were from Farm Bureau families. In September 1937, the group formally organized and has been planning their own programs to a great extent since that time. The young people who had been officers are very capable young leaders and have been well able to hold interesting meetings. There are usually about 75 present at the monthly meetings and frequently special recreation meetings are held. Four members of this group went to the Youth Conference in Columbus in 1937 and four in 1938.

On November 30, 1937, 24 of the members attended the District Conference at Athens. The talk on "Personality Development" was given by Dr. James R. Patrick of Ohio University. Following the talk group discussions were held and then a forum. Some recreation followed this more serious part of the program.

Another meeting was held in February, 1938 and the same method of conducting the program was used. This time the talk was on "Developing a Philosophy of Life." Seventeen young people from Washington County attended this time. In April, a third meeting was held and only a few attended from Washington County due to the Sesquicentennial celebration. The agents could not attend this meeting.

The series for this winter was started November 21. Twenty-one attended from Washington County. Dr. E. A. Taylor discussed the subject, "Personal Factors on Getting a Job." Dr. Taylor, head of the Sociology Department, has been responsible for Ohio University's part in all these meetings. He cooperates with the County Agent in Athens County in making the plans and attends each meeting. The lecture, forum and recreation procedure was followed again this fall. Dr. Taylor had arranged for one of the gymnasiums to be used for recreation this time. Young people from Athens, Meigs, Hocking, Jackson and Washington Counties have attended these conferences.

The Extension Agents would like to work more closely with the local group but lack of time and conflicting meetings have interfered. This is from the Annual Narrative Report, December 1938.

Washington County 1939 Annual Extension Report

"When the Bankheads-Jones Act was passed in 1935, the Extension Council voted to request an appropriation for an additional agent. This request was acted on by the commissioners late in 1935 and on January 1, 1936, an assistant agricultural agent was employed. Mr. Lester A. Cronin began his work at that time as assistant agricultural agent although he had worked closely with the Extension program for six years previous in the capacity of Vocational Agriculture Teacher in the county. He resigned July 1, 1938 and was succeeded by Leo B. Gaffin, present assistant agricultural agent on

July 15. Miss Eva M. Kinzey resigned as home demonstration agent effective January 15, 1939; she was succeeded by Miss Mary Claygor who started working on January 1, 1939." (End of Summary)

Next Year's Annual Report submitted October 31, 1940

There is a report on the annual Extension Council meeting held December 15 as the 25th anniversary meeting. (That had to be December 15, 1939.) "Mrs. Helen Chamberlin, one of the charter members of the Muskingum Farmers Club organized January 1, 1874 and Mr. A. D. Barker who had been quite active in agriculture in the county for over 60 years were first on the program. They gave a brief picture of the Farmers Clubs, Granges, Farmers Institutes and fairs from 1851 when the Washington County Fair was organized up to 1915. Mr. E. J. Riggs, first county agent of Washington County, then gave a talk on his experiences. Mr. W. W. Brownfield, District Supervisor and the second county agent, gave a picture of the changes during 1916 to 1918 including the beginning of club work and the Farm Bureau. Mr. J. D. Hervey, Secretary of the Bank of Cooperatives and third agent, was next on the program and gave an interesting picture of the expansion of club work and other phases of the program during the 11 years he was agent. Miss Eva M. Kinsey, assistant state club leader, gave a talk on the development of the Extension Council and a relationship of the agents to the people who made the program and the changes as the force increased to three agents. Mr. Lester A. Cronin, county agent in Tuscarawas County, talked briefly on his experiences in fitting into the county adult education program. A brief summary by the present county agent completed the program."

In relation to the fourth paragraph on the preceding record, the co-op marketing organization mentioned was, of course, not a cooperative in the sense of the present cooperative marketing law. In reality, when I first came to the county and certainly for many years prior to that, the organization was a group of truck growers who had signed a contract to market their produce through the American Fruit Growers Association, commonly called "Blue Goose." These men met together and organized and carried on certain activities but had no say in their marketing whatever. In the fifth paragraph, C. P. Dyar, is mentioned. He is one of several farmers in Washington County that were graduates of Marietta College in the liberal arts program. These men were quite active as community leaders and many of them were very good farmers. They looked more like a college professors and businessmen than they did the ordinary farmer of the 1900's. Many of them met regularly once a month in what was called a "Unitarian Laymen's League" which was a discussion group on philosophy and these farmers participated as much if not more than the people in town.

Early Agricultural Extension Developments in Organization and Marketing

Monroe County

by

Arthur H. Smith

The first report of Agricultural Extension in Monroe County is dated January 15, 1919 to September 30, 1919. There is only the statistical report of Jean L. Gribble with the following written in long hand in the front:

"Work was taken up on Cow Testing Association but only 13 farmers could be secured so that fell through with. Reports show that only 7 acres of soys were grown in 1918 so we did our best to increase that acreage and from replies we believe it will be over 100 acres for 1919. No club work of any kind had ever been tried in the county before so young people were very backward in taking up the work. We succeeded in organizing 3 poultry clubs. The tobacco growers of the county need an organization but to date we have failed to bring them together in a sensible plan. Pasture improvement is needed more than anything else but we were only able to get two demonstrations along that line. Time was given to improvement of livestock but very little accomplished.

The county would be far better off if oil was not the all absorbing topic of every meeting of farmers for it does not tend to build up the soil or to give farmers an inclination to do so."

This is probably one of the shortest narrative reports of a county agent. Personally knowing Mr. Gribble in later years we can well understand why he quit in about 8 months and decided he would rather farm and that he did very successfully from that time on.

The next annual report was submitted by R. W. Wells dated November 30, 1920 and in it is the following:

"The Monroe County Farm Bureau was organized in September 1918. A county agent was hired in January 1919. Due to lack of interest in the organization or to neglect, no reorganization took place in September 1919. About October 1st the County Agent resigned. The present agent was hired February 1, 1920. In reality there was no Farm Bureau organization at that time and it was necessary to partially reorganize in order to have an organization to work through. A meeting of the executive committee was called. They voted to hold over until September 25, 1920, and to renew the membership of the organization. On account of the conditions of the roads this work had to be done largely through the mail. 270 members were secured this way, who signed up at 50¢ until September 25, 1920."

"It was evident that something must be done to start work and stir up enthusiasm. Accordingly the executive committee voted to ask Mr. Cooley of the Ohio Farm Bureau Federation to come and explain the workings and plans of the Ohio Farm Bureau Federation. After adjournment the executive committee voted to send a formal request to the Ohio Farm Bureau Federation for aid in putting on a membership campaign at \$10 per year for three years. September 27th was set for the campaign to begin. September 25th was reorganization date. Mr. Lincoln, the secretary of the OFBF, was present and spoke to the men on the program of the work. The old constitution was amended by adopting the one suggested by the OFBF. New officers were elected according to the plan of the new constitution." This same report after listing the old officers made the statement that "the constitution provides that each township shall elect a leader or chairman." This had been done in but one township. It further provides that these chairmen unless so elected shall be elected by the annual meeting, which was done. These township chairmen constitute the board of the directors who meet and elect the executive committee from their number which was done. The constitution further states that the executive committee may invite the board of county commissioners and the Pomona Grange to each appoint a member of the executive committee. Such invitations were extended and the commissioners added L. E. Matz, Woodsfield, to the committee and the Pomona Grange added J. C. Hossman, their deputy master." Further on in this report is the story of the development of the Farm Bureau Organization in September (1920) when "a force from the Ohio Farm Bureau Federation came to the county" and with meetings in each township and solicitation 466 members were signed up at \$10 per year for 3 years.

The next annual report lists R. W. Wells as county agent and the date is for the year ending September 30, 1921. The following is quoted from that report:

"On December 1, 1920 the Monroe County Farm Bureau was beginning to function comparatively smoothly under the \$10 membership plan. Up to that date some 400 members had paid up the initial \$10 while 70 or 75 remained delinquent. Collections continued to be made from time to time during January and February. April 1st three men were sent to the county by the state federation to do clean up work. Again drivers were hard to procure and the work progressed slowly, however, during the stay of these men work progressed rapidly and approximately 108 new members were added of whom about 30 gave their notes for the initial \$10. These notes fell due and were collected from time to time with the exception of a very few. During August Mr. Glasgow representing the OFBF gave assistance for one week in the organization and strengthening of the already existing community organizations."

Further on in the report it indicates that the second annual meeting under the \$10 membership was held September 22, 1921. The paid up members at that date totalled 522. This 1921 report also indicates that the townships were beginning to plan in their township meetings for an agricultural extension program for the coming year.

In the summary of activities and accomplishments occurs this statement: "December 1, 1920 witnessed 466 members enrolled at \$10 per year signed up for three years with perhaps 350 paid up. At this time there are 605 with 522 paid up. There are 13 townships that have organized and have attempted a program of work." This refers to September 30, 1921 and the program of work means the extension program of work planned with the county agent. There is nothing in these reports to indicate what happened from September 30 when that report is dated until December 1, 1921.

The next report available is that of L. W. Finley as County Agricultural Agent and it is from December 1, 1921 to December 1, 1922. In the first of that report under status of County Farm Bureau, "The year has shown a decrease in number of members in Monroe County Farm Bureau, but an increased interest in farm bureau and extension work. At the end of the second year under the \$10 per year plan of membership, there were 228 paid up memberships. The membership fees are now being collected for the third year which began October 1, 1922."

In this narrative report of December 1, 1922, one section is devoted to marketing with in parenthesis after it "buying and selling". "The buying work of the Farm Bureau has been done chiefly through a county purchasing agent, the community orders being pooled with a local purchasing agent. Purchases were chiefly fertilizer, with some feed, lime and salt being purchased cooperatively. Approximately \$5,000 worth of these commodities have been purchased at a savings of \$1,000.

Approximately 10,000 lbs. of wool were pooled and consigned to the Ohio Sheep and Wool Growers Association. Two wool grading demonstrations were held. Livestock shipping has just been started. Two communities have sent a carload each of cattle at a cost of 57¢ and 61¢ per hundred lbs. One man netted \$65.00 above local price on his consignment of the seven steers.

Work is now being done toward cooperative marketing of cream. Three communities are now doing organization work along that line. Egg grading and packing demonstrations have been given and a number of men are shipping eggs directly to New York markets. One man reports that since July he has averaged a net return of \$5 per case over local prices. He has been shipping from one to three cases per week during that time." A report followed stating that the local prices for eggs was 40¢ per dozen in October and that a demonstration was held on grading and a case of graded eggs (30 doz.) was shipped to New York and brought \$22.50 (75¢ per doz.) with the net return being \$19.50 or 65¢ per dozen.

L. W. Finley continued as County Agent in Monroe County into the year of 1923 until June 1 or approximately that time. He died suddenly after an operation. I came on as county agent the first of August in 1923 with the work quite dormant. Some 4-H Clubs were still meeting but not very many. The report for November 30, 1923 was of course made out by me, (Art Smith), but it is not in the file. I have seen that report in the last

20 years but something has happened and it has disappeared. Consequently I am going to make some comments from 50 year old recollection about what happened during the remainder of 1923 up to November 30th annual report time.

When I came into the county on August 1, 1923 I attempted to get the 4-H Clubs lined up to complete their work before the county fair. This was about all I did during that summer period. Many of the clubs had disbanded but a few were still in existence and we did have exhibits at the county fair. I have no recollection as to how many. The previous year 13 clubs with 157 members were reported. I heard practically nothing about any cooperative marketing. The Farm Bureau morale was at a very low ebb. Members had not paid their dues or in some cases had not paid notes that they had given for dues in past years. I have no idea how many members actually had paid up but I would guess that it was below 100 at that time. Also that fall they started a rather intensive campaign to collect these back dues. I know they had been collected before in various ways. I'm not sure how often they had gone to court. I will never forget appearing the the justice of peace court several times to testify when they were attempting to collect membership dues or notes that members had signed for dues. I'm not very clear about how often or just what happened at those court sessions but I do remember it was a very embarrassing situation for a new county agent and it did not seem to me that it was promoting the Farm Bureau organization or extension work. Apparently some time during that year this effort was discontinued and a new membership campaign was set up.

The next report is December 1, 1923 to November 30, 1924 and here is a direct quote from that report:

"At present the Extension organization consists of leaders selected in the main by the county agent developing the projects in the community. Previously the leaders were selected by the local Farm Bureau organization. This is impossible with a present membership of 54.

Other leaders are still working in some communities. In many, however, new leaders must be found with a willingness to volunteer. In one community the Grange is becoming a help as an Extension organization and has selected leaders for the coming year. The farmers' institutes have served as annual Extension meetings in some communities and where used as such have been very effective in obtaining leaders. Excellent cooperation between the county fair board and Extension work has been a help in encouraging club work. Money is always available for prizes." I remember going to only one township (Benton) Farm Bureau meeting in the fall of 1923 to set up an Extension program for the township. At that time the roads were so muddy and with deep ruts that I even pulled a tire off the Model T Roadster going up a hill and had to stop and wash out the tire the best I could, put in a new tube (we did not have demountable rims at that time), pump it up by hand and continue on my way. After the meeting that night I called home and said I would not attempt to return and would stay with the chairman of the township farm bureau that night. I do not

know whether this was the only township meeting attended but I do remember that coming home from that meeting I decided that I would quit extension work as soon as I could find something else to do. It was not very enticing in a county with no organization active, with less than 25 miles of any kind of improved roads and those 25 miles were scattered here and there over the county. It was very difficult to get to meetings and do much in the way of organization work.

In this same report of November 30, 1924 under Marketing, "Four cars of fertilizer totalling 113 tons were purchased this year in addition to 20 tons of tankage.

About 8,500 lbs. of wool were shipped to the Ohio Sheep and Wool Growers Association.

A county service committee has been formed and a service manager employed by the Farm Bureau to handle all business. In an analysis of the situation he has not found any available opening. The prices on feed here are as close as can be expected with the high freight rate. The service manager is not planning much except fertilizer purchase and possible livestock shipping." I'm not real sure who that service manager was but the only one I remember was a retired Presbyterian minister who worked as it was convenient and really did very little because no one gave him any suggestions on what could be done.

One interesting project reported in the program of work under rural engineering was a road grading demonstration held with an attendance of about 100 and having 14 townships represented by trustees. Attendance was urged on the trustees by the county commissioners and two townships from neighboring counties attended. The graded road has given excellent service this year and has been copied to some extent in five other townships. This was a dirt road graded to provide drainage at the side and shed water so it could be used for at least part of the year for automobiles.

The next report available is November 30, 1926. To quote from that report "The County Extension organization is technically the county farm bureau. For the past three years it has been the county organization as far as lending support to the office but out in the township it has not been of much service. In three communities the township chairmen have acted as community leaders." Further along in this same report, "The county farm bureau is having difficulty keeping the organization together and are now in the midst of a campaign for new members. They plan to discontinue if they do not get at least 60 members. If this happens it is hard to tell just what would be the outcome." In this report there is no comment on marketing, purchasing or any activity of that type.

Now I will go to the November 30, 1927 report and quote:

"The county farm bureau has always been the county Extension organization although the past four years it has given very little assistance in formulating the program of work and has been of no assistance in the

separate communities. During the past 3 years with a membership of 54 it has been barely able to keep up its share of the office expense. The county commissioners have been paying all of the county's share of the agent's salary and office expense, furnished office light and heat in the court house, and paid \$300 per year for office help. This maintained an office girl for half time." Now this parenthetical comment is put in to explain that the other \$300 per year for office help was paid by the county farm bureau and the \$600 hired what was called an office secretary. At no time while I was county agent did the farm bureau pay any of my salary or travel expense. In many counties at this time this was done by the farm bureau, that is, some portion of the salary or travel expense was carried by the farm bureau. End of this parenthetical comment - now back to quote. "A new membership campaign was started in the fall of 1926. This failed to net any membership and left the county organization in debt. In July, 1927 a meeting of representatives of various organizations interested in extension work was called to plan for the future. The organizations that were represented at this meeting were the county Grange, the County Farm Bureau, the county agricultural association, the Kiwanis Club, the Women's Club, the County School Board and one local Grange. These representatives with the district supervisor of extension work planned a budget of the amount needed to carry on the extension work for the coming year. It was estimated at \$2400 plus the free office space. A committee from this group interviewed the commissioners and found them unanimously in favor of making this their program. Some shifting of funds was necessary, but as a result \$2400 was made available on September 1, 1927 with the intention of continuing it indefinitely. This leaves the extension work with a group of organizations giving a small backing and the county commissioners giving the financial backing along with the equipment belonging to the farm bureau."

At this point another explanation should be injected. Prior to that July meeting the county farm bureau executive committee had met with a representative from the state farm bureau and decided that they would disband the farm bureau in Monroe county. The state organization would pay up the county organization debt and they would have no membership in the future. It was pointed out by the state representative that under this situation it left no group supporting the county agent and the inference was that the only possible group was a county Farm Bureau therefore this board should go before the county commissioners and notify them that they no longer needed to make their share of the appropriation for extension work because there would be no more extension work in the county. This was done but at the same time I had been meeting with these various other organization representatives explaining the situation so that within a week or two after the commissioners discontinued the appropriation the above quote of the July 1927 meeting took effect and things proceeded. In fact further on in this same report and now I quote again, "Extension work seems to be more popular than ever and the outlook is the brightest it has been in the last four years." A comment should also be made here that this was the first instance where a county agent was employed in a county by other than a county farm bureau board. In many counties the extension program was almost the only program of the farm

bureau. This was one reason that the state farm bureau was quite anxious that the commissioners withdraw their support and the county agent be taken out of the county. They felt it was essential that people understand that they could not have a county agent without a farm bureau organization. Changing over to other organizations for support left this county agent unpopular with the state farm bureau organization.

Another recollection and there is no record of this in the report. Some of these things were better left out of the report. Early in the summer of 1927 it became obvious that the county farm bureau was about to close up its doors. The state Grange Master requested the county Pomona master to see to it that the Grange took over the Extension program in Monroe County and become the supporting group instead of the farm bureau. There had been considerable friction between the Grange and the Farm Bureau over the problem of the Grange being an older and a more truly educational organization while the farm bureau was the one in charge of extension work. This Pomona Grange Master reported it to individuals who were much interested in extension program and they discussed it with the county agent. Instead of the Grange taking it over they were invited in and took part in the supporting groups from that time on as one of many organizations instead of being the controlling organization. There is no other report while I was in the county. The report of November 30, 1928 was the last report and the ones for 1929 and 1930 have apparently been lost. I left the county May 1, 1930.

Summary

Perhaps the first high spot in my experience in Extension was when I ran counter to the philosophy of the Ku Klux Klan in Monroe County in 1923. Another high spot was the organization of the Tobacco Growers which was promoted out of Kentucky by the Shapiro leadership originally from California which was quite a high pressure promotion. Next perhaps was the attempt to collect Farm Bureau dues in Justice of the Peace Courts which was a very discouraging procedure. Then came the wind-up of the Farm Bureau organization in Monroe County and the necessity of forming a new Extension organization to replace that group in order to continue appropriation. That was my first time to lose my job as Extension Agent when the Executive Secretary of the Ohio Farm Bureau had the board recommend to the commissioners that the appropriation be discontinued. The working together of rural and village people following that experience was a highlight although not a simple one-time performance but a continuous growth. There were many activities during that time that were seemingly very important at the time such as the fly-by-night creamery promotion that I was unable to stop, the development of lime crushers out over the county to correct the soil acidity problem, and one that is not mentioned in any of the reports I had that at the time I felt very important, the development of higher analysis fertilizer use in the mid and late 20's. That story I have not told any place but it started with consultations with fertilizer dealers that were selling fertilizer that would usually run about 1-8-1 and getting some of them to start using 16 and then 20 percent super phosphate and then on into some higher analysis fertilizers. This again was not a spectacular activity but did produce most valuable results as far as farmers were concerned.

My next highlight was moving to Washington County where one of the most elaborate Extension and 4-H programs in the state was about on the rocks and getting involved in a conflict again with the State Farm Bureau which practically had me blacklisted. Also, running into the main daily newspaper, the only daily newspaper, opposition partially certainly developed by the leading banker who owned the creamery and the ice plant that was icing the vegetables going to Pittsburgh. The County Agent was in the position of opposing the status quo and this came at a time when the drought had made severe inroads in 1930 on the farmers income. The depression was beginning to affect everyone's income and it was a time of rather radical change in many ways.

Being fired by the national Extension director was only an incidental activity along with many irritating events. The highlight of that whole period was the way the farm people even though short on income rallied behind the Extension office and contributed a few dollars here and there and everywhere to try to maintain until the defeat of the extra levy resolution could be accomplished and the commissioner who was under the control of the bank could be eliminated and finally get back on our feet and develop an Extension organization and an Extension program. One of the real highlights was when I was invited to speak to an area Farm Bureau meeting by the very man who had had the appropriation discontinued a few years before so I could explain how much better it was for Extension to be an independent educational force rather than a subsidiary of a very fine, but nevertheless, farmers organization that did not serve everyone. By that time I had written a constitution and bylaws for the county cooperative and had seen it get under way in good shape. I do not have the copies of those bylaws or very much about it because that was a side issue of Extension work. I do have and am enclosing copies of the news articles and editorials by the paper about the effort to eliminate Extension work by forcing it to be subject to a vote of the people in a depression year. I also have a copy of the constitution and bylaws for the new vegetables growers association which of course is a true cooperative. I hope to have a chance to be able to do a little recording with Dr. Ingraham's father, C. H. Ingraham, who was President of the Farm Bureau most of the time I was in Washington County if not all of it and was president of the co-op for a good many years.